

Selling a home in North Carolina or South Carolina runs through the same stages no matter where the house sits: getting it ready, pricing and listing it, living through showings, working the offer, and closing. This guide walks all of it in order, from the first repair conversation to the day the deed records.

Read it before we start working on your home and you'll know what's coming at every step.

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1 Get your home ready: repairs and updates

We walk your home together before anything goes public, and I'll tell you the truth on what's actually worth fixing and what isn't. Some repairs matter because a buyer's inspector will flag them and stall your closing, a leaking roof, an aging HVAC system, electrical issues. Others are about first impression more than function, a fresh coat of paint, worn carpet, dated fixtures. Not every update pays you back. I'll tell you which ones do for your specific home and which ones would just be spending money for nothing.

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2 Curb appeal: the exterior first impression

Most buyers decide something about your home before they get through the front door.

- [ ] Mow, edge, and mulch
- [ ] Power wash the siding, walkways, and driveway
- [ ] Clear out dead plants and overgrown shrubs
- [ ] Touch up the front door and trim if they've faded

It's a short list, and it's the difference between a buyer walking in curious versus walking in already skeptical.



A home that's been decluttered shoots better in every format, and that's what gets a buyer to stop scrolling.

3 Decluttering for professional photos, drone, and video

Before the photographer and drone operator show up, we declutter room by room, counters cleared, personal photos and excess furniture put away, closets and garages tidied since buyers look everywhere. A home that's been decluttered shoots better in every format, still photos, the drone pass on the exterior and lot, and the video walkthrough. This step happens before the marketing goes live, not after.

4 The paperwork: disclosures done right

Both states require you to disclose what you know about your home's condition in writing before it goes under contract. North Carolina requires a Residential Property and Owners' Association Disclosure Statement, plus a separate mineral, oil, and gas rights disclosure. South Carolina requires its own Residential Property Condition

Disclosure Statement. These forms ask direct questions about the systems, structure, and history of your home, and the goal is simple: everything you know gets disclosed up front, so nothing surfaces later that could unwind the sale or expose you to a claim after closing. I'll walk through every question with you so it gets filled out completely and accurately the first time.

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5 Getting ready for showings

Every showing is a chance to lose a buyer in the first thirty seconds, so the routine matters.

- [ ] Lights on in every room
- [ ] Floors vacuumed, surfaces dusted
- [ ] Kitchen and bathroom counters cleared
- [ ] Beds made, dishes put away, trash out
- [ ] Blinds open to let in natural light

A quick walk-through with that checklist before you leave the house takes ten minutes, and it's the difference between a buyer picturing themselves living there and a buyer noticing what needs cleaning.

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6 When offers come in: what we'll go over together

When an offer lands, we sit down and go through it together, line by line. Price is only one piece. We'll look at the due diligence fee and period or inspection contingency, the earnest money, the closing date, the buyer's financing and whether they're actually pre-approved, and any contingencies attached to the offer. If there are multiple offers, I'll show you exactly how they compare, not just on price but on how

likely each one is to actually close. You decide, I make sure you're deciding with the full picture.



By closing, the heavy lifting is already behind you.

7 From accepted offer to closing

Once you accept, the file moves fast: the buyer's inspections happen, we negotiate any repair requests, the appraisal comes in, and the paperwork starts stacking up, the contract, any amendments, the disclosures you already completed, and whatever your closing attorney needs from you. I stay in direct contact with your closing attorney the whole way so nothing sits waiting on a signature or a document. As closing gets close, it's also the time to schedule your utility transfers so you're not paying for service on a home that's no longer yours.

8 Closing day

Your closing attorney prepares the deed and the final settlement documents, and you'll sign at the table. Here's the part worth knowing ahead of time: in both North Carolina and South Carolina, the deed has to be recorded before any funds or keys are disbursed to any party in the transaction. That recording is what makes the sale official, buyers, sellers, and agents all wait on it. Once it's recorded, your proceeds are released and the keys change hands.

WORTH KNOWING AHEAD OF TIME

Mistakes to avoid

- Skipping repairs a buyer's inspector is almost certain to flag, then negotiating from a weaker spot later.
- Leaving the home cluttered or personal for photos and showings. It costs showings and it costs offers.
- Filling out the disclosure statement incomplete or in a hurry. It protects you when it's done right, and it's a liability when it isn't.
- Taking the first offer without comparing how likely it actually is to close.
- Going quiet on repairs or utility transfers near closing and scrambling at the last minute.

QUESTIONS SELLERS ACTUALLY ASK

Frequently asked questions

What repairs actually need to happen before I list?

We walk your home together and I'll tell you the truth on what's worth fixing and what isn't, before anything goes public. Nothing gets listed until you've seen and approved

the plan.

What has to be disclosed about my home?

Both North Carolina and South Carolina require a written seller disclosure statement covering the condition of the home and known material defects, and North Carolina requires a separate mineral, oil, and gas rights disclosure. I'll walk you through exactly what needs to be filled out and why it protects you.

Who handles my closing?

In both North Carolina and South Carolina, a licensed attorney conducts the closing. I coordinate with them and the buyer's side throughout so the process stays on track.



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Licensed since 1999. Your Local to Coastal Realtor, serving both North and South Carolina, here to help you with where you want to move next.

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